

NEWSCORNER

SPRING 2018

HOSPITALITY *is in* OUR NATURE

Although healthcare has always been Robins & Morton's primary market, when the hospitality sector recently saw the first of its continued, explosive growth, the company decided to take advantage of the opportunity.

Hotels and resorts, much like healthcare, are constructed for the people that inhabit them – the guests and employees. Both sectors want to attract patients or travelers with striking, high quality buildings. Building to these high standards is something that we deliver every day to clients in all sectors of our business. In fact, you might say it is our specialty.

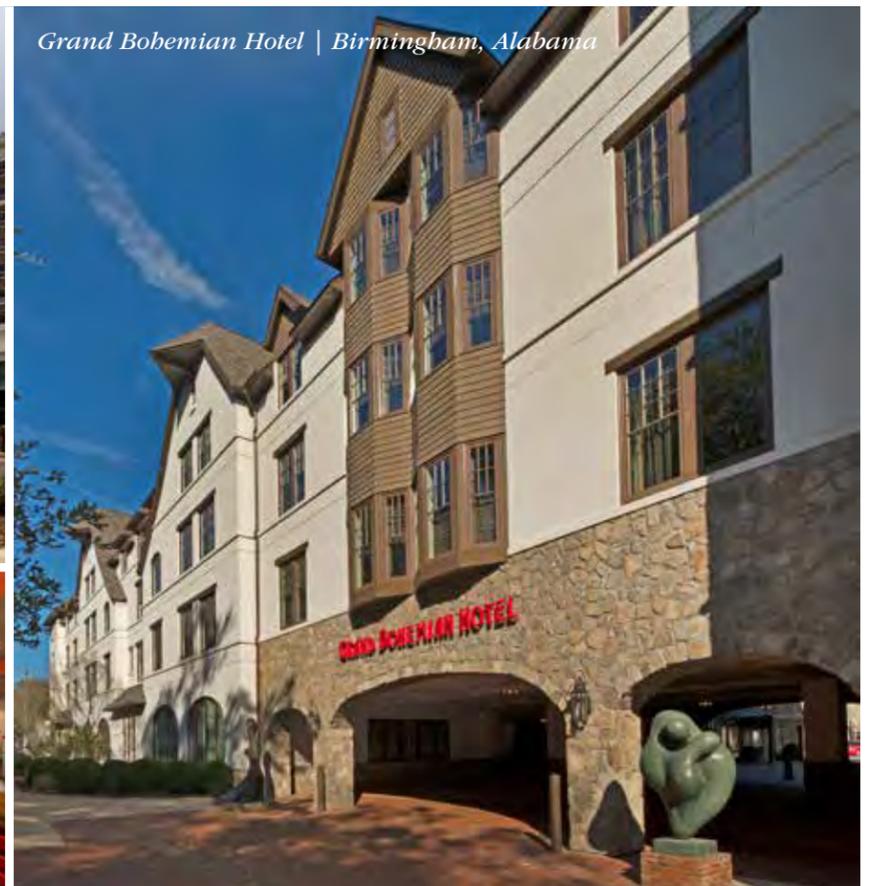
Since 2008, Robins & Morton has completed 11 hotels valued at more than \$250 million, with three more currently in progress totaling \$74 million. In addition to working for some of the country's most well-recognized hotel brands, Robins & Morton has also been a part of building and showcasing new, highly-customized boutique brands across seven states. Each piece of a city's skyline makes an impact upon the city itself, and Robins & Morton works to ensure that residents can be proud of their new additions and visitors get the very best first impression.



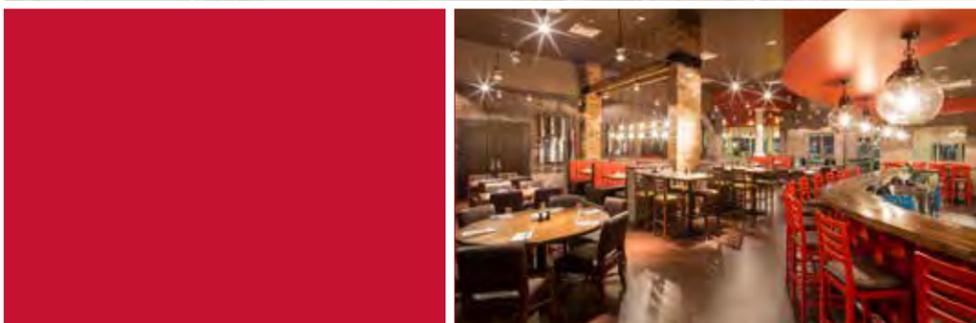
AC Hotel Spartanburg | Spartanburg, South Carolina



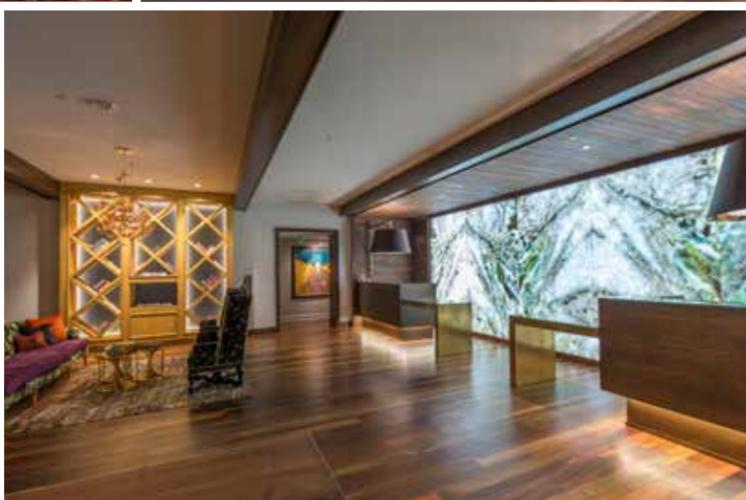
Embassy Suites Hotel | Tuscaloosa, Alabama



Grand Bohemian Hotel | Birmingham, Alabama



Hampton Inn & Suites | Panama City Beach, Florida



LETTERS *from our* LEADERS

FROM the CHAIRMAN and CEO

Bill Morton

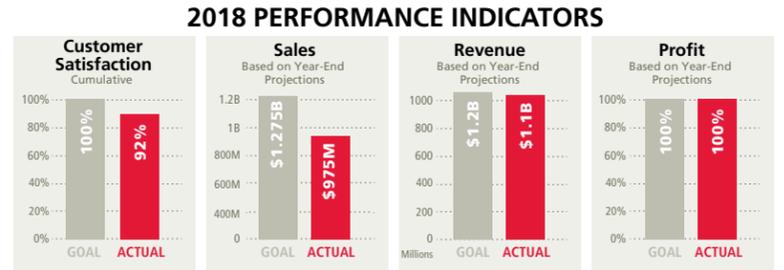


We are off to a good start for 2018. Our backlog at the beginning of the year was at an all-time high of \$1.6 billion, which puts us in a good position to achieve our 2018 revenue goal of \$1.2 billion. However, as always, we will need some new sales in the first half that will produce revenue in 2018, to reach our goal. We have established a sales goal of \$1.275 billion. While we have three quarters left in the year and we have identified several potential sales opportunities, the challenge will be to close and get them started in 2018.

We were excited to learn that Modern Healthcare magazine ranked us third among the top general contractors for completed healthcare projects in 2017. We have been ranked in the top seven for twenty-two consecutive years, with six number one rankings during that period. Congratulations to everyone for this outstanding achievement.

In March, we received two ABC National Excellence in Construction Eagle Awards and one Pyramid Award. Congratulations to the teams that completed the Choctaw Nation Regional Health Clinic, Duke University Medical Center Cardiac Intensive Care Unit and Wofford College Rosalind Sallenger Richardson Center for the Arts projects. Detail write-ups of the projects along with a picture of each are on our website. These awards are testimony to the quality and overall success of these projects.

Over the years, we have become convinced that our ability to “self-perform” work on our projects brings great value to both the client and the company. By performing this work with our own people, we gain better control over project cost, quality and safety. In some cases, we have been able to utilize work with our own forces to lower the cost of a project enough to allow it to move forward. Having these unique capabilities in-house allows us to serve our clients better and makes us a stronger builder overall. We are very fortunate to have very talented managers who are focused full time on specialty areas such as concrete, low voltage, drywall and general works. In most cases, our clients are now choosing to include the option of self-perform work in their projects.



Our Building Forward initiative is clearly making us a stronger and better company with improved outcomes. The fundamental value of Building Forward is that it provides a platform for us to work in a much more collaborative way with everyone involved with the project. In addition, using the Building Forward approach puts the company in a better position to adapt to the changes taking place in our industry. It is very exciting to see the results that the Building Forward Core Team and Champions have made and that many of our people are now fully engaged.

It is exciting to see all the new activity occurring in our industry. New management approaches and construction techniques are changing the way we are doing business. As a 72-year-old company, we must continually monitor changes in the industry and be willing to adapt to those changes.

The one thing that never changes and never will is our dedication to building a company that depends upon and cares about its people. We are dedicated to having a company that creates a family atmosphere, where we care about each other as well as the success of the company. Thank you for all the hard work and dedication you bring to your job each day.

FROM the PRESIDENT and COO

Robin Savage



Over the years, Robins & Morton has had many successful projects – some that were marginal, and a few that were just plain, well, challenging. It brings to mind the question: What makes a really successful project? Is it profit? A quality installation? A satisfied client? The management process we use? What about our own people finishing happy, safely and with a feeling of accomplishment?

In this changing age of continuous improvement, efficiency, and balancing our work, there are many factors that play into a project's success rate. It is also dependent on perspective, as clients, designers, managers, and field personnel may have varying definitions of success. It is a complex question and consists of a mixed bag of elements. It is interesting and important to get input and perspective on this issue. Some of our senior managers, top field managers and clients weighed in and shared some quotes on what makes a project successful:

“We should be reminded that we must block and tackle every day to stay out of rough situations and make a job successful. There is no substitution for hard work and doing things right the first time.”

“If I had to tie the success of the project to only one thing, it would be the positive culture on the project. Relationships, positive attitudes and trust are the foundation to creating this positive culture. From daily communication with the architect and owner to stand up meetings in the field, we opened up communication and created trust to a level that is unmatched.”

“I think it takes a lot of structure to make a project run successfully. It's also important that if you have a structure at the beginning of the project that you maintain it throughout the duration of the project. A system can lose credibility very quickly if you are loose and unstructured.”

“Getting what I want, for how much I want, when I want it, makes a project successful.”

“For a project to be successful, it has to be rewarding. It's important to set goals and make those goals, but also have fun and enjoy a feeling of accomplishment.”

“Overall project goals are important in making a project successful, but what's really important is the day to day challenges and wins. We should celebrate the little victories as they come each day and enjoy being with coworkers and friends. That's what makes it worthwhile to come to work every day.”

“Every job and team has a personality of its own, always changing with endless opportunities to improve and fail. It's how you, as the leader, control attitudes and changes in a positive way that makes the difference. Here are some guidelines for success:

- Trust – owner, architect, engineers and your team
- Create a team/treat the team like a family
- Create common goals
- Always remember no fear of failure, but respect it
- No titles or hidden agendas – these get in the way
- Being accountable to your team, them to you, and each other
- Incorporate the subcontractor as your team
- The job comes first including training and building forward. We are all learning.
- Accept changes and do not let them distract you. Look beyond them and incorporate.
- Include craft workers, listen and work with them. They are the backbone.
- Have fun with work; have more fun away from it.”

“A coach spends 75% of his time building a team and 25% on technical skills. We should always keep this in mind and emphasize to our team that we should be relentless in the pursuit of building

our team. We should maintain a very positive attitude, and be leaders when it comes to developing the culture it takes to succeed on a project. From the owner to the architect to the craft workers, we need everyone on our team. The technical side of building comes so much easier once we have a strong team that is willing to work together at all times.”

There was a time when our project success was measured by bringing the job in under budget with good quality and on schedule. As a matter of fact, that was the mantra (“on time and under budget”) for the entire industry, and our clients and owners were satisfied with that outcome. While these results remain extremely important and are essentially a given for success, there is an awareness now that there's much more involved in the success of the project and a more global picture. There has to be accomplishment and satisfaction of those involved, a sense of partnership, and a preservation of resources, people and human energy. The outcome of producing a great physical product has to be coupled with the satisfaction of accomplishing it. In essence, the very process of managing our goals has become as important as meeting the goals themselves. This keeps us coming back to achieve more and better things in the future, making our efforts sustainable. While it would be great to have a formula with prescriptive policies to turn to on our jobs, they will not be effective without judgment and a culture of success. At the same time, culture, team and vision will not get us there without structure and organization. It takes a combination of entrepreneurial, cultural and organizational factors to keep us successful.

As we continue down the path of improvement, your efforts to keep our clients satisfied and our projects successful are greatly appreciated.

DUKE UNIVERSITY MEDICAL CENTER: FIVE YEARS, 35 PROJECTS COMPLETE

Throughout the last five years, Robins & Morton has become a fixture at Duke University Medical Center in Durham, North Carolina. The two million square-foot facility is home to more than 1,000 patient beds and 60 operating rooms. Of this entire campus, Robins & Morton has worked in every major part: the main hospital, children's hospital, Anlyan Patient Towers, ancillary building, Duke Medical Pavilion, the nursing school and the clinics. With six projects currently under construction and nine in the preconstruction phase with Robins & Morton's onsite Duke preconstruction team, the Duke University Medical Center project team has made this campus home and has focused on treating the staff like family.

To date, 35 projects have been completed with the help of 17 Duke project managers and 18 architecture and engineering firms. Each project is approached with the same question – how can we minimize operational impacts so that Duke can continue to serve the community without interruption? Although each challenge has required a different, creative solution, the Robins & Morton

team always rose the occasion. Some examples include extensive planning and coordination to replace custom air handler units over weekends while the existing units remained operational, replacing the nurse call and asset tracking for 880 patient rooms while the facility was occupied, and replacing the main electrical gear for the entire hospital without losing power.

When walking through the campus, it becomes apparent that Robins & Morton project teams have truly been a part of changing the landscape and providing upgrades to this high-performing hospital. Although statistics may capture the many milestones the team has reached, nothing can quite convey the commitment and problem-solving required to provide the best quality product to our longtime friends and clients at Duke University Medical Center. Congratulations to the team on reaching five years and the significant amount of work completed in that time.

35
PROJECTS COMPLETED
IN 5 YEARS

70
MILLION
of work in place

9 PROJECTS
in preconstruction

Renovated
15 OF THE

6 PROJECTS
currently under construction



60 ORS
on Duke's campus

SIX

Associated Builders & Contractors
Excellence in Construction Awards

100% CUSTOMER SATISFACTION *for 2017*

Robins & Morton is proud to give our clients world-class customer service—the kind that cultivates long-lasting relationships. At the end of every project, a third party surveys each client on preconstruction activities, construction activities, post-construction activities, miscellaneous comments and overall ratings, and we have maintained an overall average of 93% since the inception of this survey in 1993. Congratulations to the project teams featured below that received 100% results on their customer satisfaction client surveys in 2017.



CHAMPIONS PLACE CONDOMINIUMS

Tuscaloosa, Alabama

Family Center Renovation

Start Date: July 2016 **End Date:** August 2017 **Cost:** \$12,350,000

Team Members: James Boulemet, Chris Cadenhead, Gary Cofer, Jeremy Colburn, Ginger Cullen, David Green, Jennifer Franklin, Kyle Keaton, Bill Morton, Joel Pate, Chris Scott, Danielle Simmons, Chris Skinner

Comments:

"[Robins & Morton] did an excellent job with the schedule. In fact, they completed the project early. I have worked with Robins & Morton in the past... It was an easy decision to use them for this project."

Kenny Short, Owner, Champions Place LLC



SPIRE REHABILITATION HOSPITAL, JACKSON

Jackson, Tennessee

48-Bed Rehabilitation Hospital

Start Date: June 2016 **End Date:** May 2017 **Cost:** \$15,994,855

Team Members: Kena Anderson, Neal Brock, Chris Cadenhead, Jeff Childress, Debbie Collins, Don Hardy, Richard Heisler, Larry Jones, Corey Kennedy, Heidi Marty, Chris Messer, Bill Michael, James Murphy, David Pratt, Matthew Preisz, Jim Romano, Chris Skinner, Bryan Ward, Donny Williams

Comments:

"Robins & Morton did an excellent job on this project, which has gotten great reviews. I know that everybody is very happy."

Elizabeth Mann, Senior Project Manager, HealthSouth Corporation



MAGNOLIA REGIONAL HEALTH CENTER, THIRD FLOOR PSYCHIATRIC RENOVATION

Corinth, Mississippi

Psychiatric Renovation

Start Date: August 2016 **End Date:** March 2017 **Cost:** \$3,511,983

Team Members: James Boulemet, Lance Cobb, Drew Jackson, Connie Lantrip, David McMichen, Steven Nickles, Jim Poole, Lisa Rota, Sean Wofford

Comments:

"I've been working with Robins & Morton since roughly 1995. Their track record of performance is what keeps me going back to the company."

Ronny Humes, CEO, Magnolia Regional Health Center



HUNTSVILLE HOSPITAL HOSPICE FAMILY CARE ON THE CAMPUS OF REDSTONE VILLAGE

Huntsville, Alabama

New Hospice Facility

Start Date: July 2015 **End Date:** August 2017 **Cost:** \$8,400,000

Team Members: Ron Alder, Tim Anderson, Richard Anderson, Mitch Coley, Tim Frusha, Connie Lantrip, Brandon McDonald, Joel Pate, Dennis Peterson, Colin Rankin, Greg Riley, Rosemary Rogers, Eric Talley

Comments:

"Robins & Morton always has the tools it needs to be successful. They do an incredible job of scheduling, where their attention to detail allows them to meet or beat our project schedule."

Rudy Hornsby, Senior Vice President of Operations, Huntsville Hospital



WOFFORD COLLEGE, JERRY RICHARDSON INDOOR STADIUM

Spartanburg, South Carolina

New Indoor Stadium

Start Date: Nov. 2015 **End Date:** Sept. 2017 **Cost:** \$38,000,000

Team Members: Josh Young, Tyler Paul, Trey Crittenden, Rallisa Jones, Jacob Gregson, Kevin Graffeo, Chancey Drew, Charles Kneisley, Logan Rush, Karen Thompson, Mark Mattox, Robert Gambrell, Sheldon Monroe, Heidi Marty

Comments:

"This project was head and shoulders above any of the previous projects I've been involved with. It was a true partnership approach that Robins & Morton had that made it so successful."

Richard Johnson, Athletic Director, Wofford College

Did you pick your pledge?



Each year, Robins & Morton challenges our employees, clients and friends to pick a sustainable pledge for Earth Day. Once the pledge is selected from our online survey, Robins & Morton will plant one tree per pledge. Last year, we planted **433 Longleaf Pines** in Francis Marion National Forest, South Carolina, to help restore the habitats of both the gopher tortoise and red-cockaded woodpecker. When fully grown, 433 trees can **provide oxygen for**

866 people, lift more than **43,000 gallons of ground water into the air** daily, and **absorb more than 11 million miles of CO2 emissions** yearly. Tune into our social media channels to see the results this year. Coming soon!

OOPS!

Please note that in the previous Newscorner, Robin Savage was recognized for 30 years of service, when it should have been 35. We apologize for the oversight.

GIVING *with* PURPOSE



Robins & Morton's Charlotte office, Carolinas HealthCare System NorthEast and the team at the CHS NorthEast Modernization project partnered for 2017 holiday giving. In total, the team adopted nine angels from the **Angel Tree Project**, along with donating a large bag of toys and more than \$1000 in gift cards/cash to the **Angel Tree organization**. They also donated \$495 in cash and gift cards to the cooperative **Christian Food Ministry**.



On Jan. 27, the Birmingham office volunteered to fill food packs for **Feed My Starving Children**. That morning alone, Robins & Morton volunteers packed 177 boxes, containing 6,372 food packs, ultimately creating 31,680 meals. That will feed 104 starving children for a year!

Morton receives prestigious Cornerstone Award



ABC of Alabama recognized Bill Morton as the 2017 Cornerstone Award recipient at the annual Excellence in Construction Banquet on November 30, 2017. Each year the Cornerstone Award is presented to an individual who has made an exemplary lifelong commitment to Alabama construction and has brought favorable recognition to the industry as a result of his or her personal integrity, business ethics and community involvement. Congratulations, Bill!

RECENTLY PROMOTED

These individuals have displayed a strong work ethic and have improved their skills and qualifications in their positions.

ACCOUNTING

Chandler Wright..... Controller
Anna Eder.....Payroll Coordinator

ADMINISTRATION

Brent Guthrie.....IT Administrator
Nick Tuder.....Senior Help Desk Support

CONSTRUCTION

Andy Kleinsteuber..... Assistant Project Manager
Cory Powell..... Assistant Project Manager
James Ayers.....Assistant Superintendent
Heath Bridges.....Assistant Superintendent
Chancey Drew.....Assistant Superintendent
Steven Hodnett.....Assistant Superintendent
Christena Holcombe.....Assistant Superintendent
Anthony Lamb.....Assistant Superintendent
Sergio Medina.....Assistant Superintendent
Kenny Stechly.....Assistant Superintendent
Miller Williams.....Assistant Superintendent
Wayne Hovatter.....Concrete Division Superintendent
Trevor McKnight.....Concrete Superintendent
Chris Cadenhead.....Field Superintendent
Shane Fry.....Field Superintendent
Mike Jenness.....Field Superintendent
Mark Lerma.....MEP Manager
Ben Coode.....Project Engineer
Eric Draganac.....Project Engineer
Charles Kneisley.....Project Engineer
Ryan Pasko.....Project Engineer
Hunter Picklesimer.....Project Engineer
Logan Rush.....Project Engineer
Chris Szapor.....Project Engineer
Tim Busby.....Project Manager
Audrey Roden.....Senior Field Office Assistant
Patrick Barrett.....Senior Project Manager
Parker Goodman.....Superintendent
Justin Hill.....Superintendent
Scott King.....Superintendent
Chris Scott.....Superintendent
Clint Wilson.....Superintendent

ERS

Zac Hooten.....Store Manager

PRECONSTRUCTION

Steve Moore....Manager of Scheduling & Innovative Support
Jerry Marshall.....Senior Preconstruction Manager
Adam Scott.....Senior Preconstruction Manager
Hannah Harrison.....Senior VDC/BIM Coordinator

SAFETY

TJ Fernandez.....Division Safety Manager

Please see back for executive promotions.



On Dec. 20, 2017, Our University of Texas Medical Branch John Sealy Hospital Renovation team in Galveston, Texas, donated new toys to **Shriners Hospital for Children**. During Christmas, Shriners was at capacity and had not received the usual amount of toy donations. The project team's donations allowed each child in the hospital to receive a gift.



Our Nashville office wore red to kick off **American Heart Month** and to raise awareness for heart disease in women on Feb. 2.



On March 3, Robins & Morton Birmingham staff arrived at the 14th annual MortgageBanc Chili Cook-Off, benefiting the **Exceptional Foundation**. This year, Robins & Morton's booth featured Administrative Assistant Tracy Ireland's chili. Established in 1993, The Exceptional Foundation is a non-profit organization that provides recreational and social activities for special needs individuals when they turn 21, and can no longer find social opportunities within the school system.



The staff at Beverly Knight Olson Children's Hospital, Navicent Health, in Macon Georgia, hosted the **Holly Jolly Shoppe** for the second year, allowing all parents to go Christmas "shopping" for their children who will spend the holidays in the hospital. All toys are donated by the community and are available to these families for free. Robins & Morton's Navicent team supplied and installed the shoppe's shelving and, after collecting more than \$1000 in one day, was able to stock the shelves full of gifts for the children.



On Dec. 21, our Springhill Suites at Panama City Beach, Florida, project team and trade partners collected and donated 400 pounds of food for **Food4Kidz**, an organization that provides meals to children struggling with hunger in Bay County.



On Feb. 17, Robins & Morton sponsored and participated in the **2018 Southeast Georgia Health System Foundation Bridge Run**. Operations Manager Eric Groat and Senior Project Manager Trey Crittenden took on the half marathon. Superintendent John Helms and Project Engineer Blake Orum ran the 5k.

ROBINS & MORTON

BY THE NUMBERS

WE WELCOMED

35

NEW HIRES

Jessica Alvelo Ocasio
Executive Assistant
Orlando Office

Hans Beutel
Project Engineer
Duke University Medical Center

Bradley Biggs
Project Engineer
Mayo Clinic

Lee Blatt
Business Development
Charlotte Office

Rachael Boyd
Administrative Assistant
Dallas Office

Janelle Carriere
Assistant Superintendent
Gallatin Medical Office Building

William Chung
Senior Project Safety Manager
Baptist Health East Tower

Stephen Cowherd
Senior Project Safety Manager
MUSC Children's Hospital

Andrew Durbin
Field Engineer
Leesburg Regional Medical Center

Travis Eubanks
Field Engineer
John Sealy Hospital Renovation

Taysha Flores Gonzalez
Field Engineer
Baptist Health Cancer Center

Sarah Gambriel
Accounting Manager
Birmingham Lakeshore Office

Matthew Gean
Field Engineer
Choctaw Nation Poteau

Matthew Glus
Superintendent
Mt. Sinai Medical Center

Hector Gomez
Foreman
John Sealy Hospital Renovation

Danny Greene
Field Superintendent
Fort Polk

Jonathan Horton
Project Engineer
Parkwest Medical Center

Adria Klein
Administrative Assistant
Birmingham Office

Brittany Lewis
Office Services Support
Birmingham Office

Maria Martin
Account Payable Assistant
Birmingham Lakeshore Office

Paul McKee
Field Engineer
HealthSouth Midland

Tyler Mitchell
Estimator
Charlotte Office

Alex Newton
Inside Sales Representative
ERS

Kevin Osani
Project Safety Manager
Fort Polk

Jessica Pleasant
Administrative Assistant
Birmingham Office

Angela Powell
Administrative Assistant
Birmingham Office

Howard Simble
Senior MEP Superintendent
St. Joseph's Hospital

Ian Souders
Project Engineer
John Sealy Hospital Renovation

Greg St. Cyr
Field Engineer
HealthSouth Midland

Rebecca Tarwater
HR Coordinator
Birmingham Office

Jake Thompson
Field Engineer
MUSC Children's Hospital

Kevin Torres
Assistant Superintendent
West Kendall Baptist Hospital

Brian Vena
Project Manager
MUSC Children's Hospital

Oren Wilson
Field Engineer
Parkwest Medical Center

Corey Wright
Field Superintendent
Princeton Baptist Medical Center

5

YEARS OF SERVICE

Jessica Tomaselli
Yessenia Alvelo
Marlon Page
Nic East
Mike Hernandez
Erik Woods

10

YEARS OF SERVICE

Joe Adams
Paul Melvin
David Green
Rodney Holland
Bart Conner
Brad Parker

Jordan Doggette
John Bureson
Scott Moore
Ryan Monaghan
Dee Tidwell
Lesa Cannon

15

YEARS OF SERVICE

Tristan Johannessen

20
YEARS OF SERVICE
Pedro Olvera

30

YEARS OF SERVICE

Bill Morton

SERVICE ANNIVERSARIES

R&M *project* MILESTONES



BAPTIST MEMORIAL HOSPITAL NORTH MISSISSIPPI HOLDS OPEN HOUSE

OXFORD, MISS.

In November, Robins & Morton celebrated the grand opening of the new Baptist Memorial Hospital North Mississippi in Oxford, Mississippi. This 534,000-square-foot facility is now one of the largest hospitals in North Mississippi with 217 patient beds, boasting high-end finishes, the latest in medical technology and the first hybrid operating room of its kind. Robins & Morton also built a 79,000-square-foot physician office building on the same campus.

When building the new hospital, Baptist Memorial Health Care Corporation not only wanted to provide comprehensive care for the residents of Oxford so that they did not have to travel to neighboring cities, but also wanted striking details and finishes. Several of these include a stained glass window from the original medical center in downtown Memphis installed in 1938, and 20 miles of wood trim throughout the building. The hospital officially opened its doors to patients in the same month.



SNOWBIRD TREATMENT CENTER CELEBRATES RIBBON CUTTING

SNOWBIRD, N.C.

On Dec. 18, Robins & Morton, alongside the Eastern Band of Cherokee Indians, celebrated the ribbon cutting of the new Snowbird Treatment Center called "Kanwotiyi," which translates to "place where one is healed." The campus consists of two, 10-bed cottages and an administrative building to serve as the inpatient facility for the Cherokee Indian Hospital Authority's substance abuse program. It also has the ability to double in capacity if needed in the future. Former Tribal Council Vice-Chairman, Brandon Jones, spoke candidly during the ceremony about his past struggles with addiction and said, "Today I feel like I came full circle. I look around the building and the facility and the blessing God has given us today. This facility is a beacon of light in a world of darkness."

The construction of Kanwotiyi came with its share of challenges. Due to its remote location, the project team did not have access to cell phone service, Internet, power or water throughout much of the project, functioning primarily on portable water tanks, generators, heat and air conditioning units. The team also had to build a two-mile access road, up a mountain, to the site.



MUNROE REGIONAL MEDICAL CENTER CELEBRATES GROUNDBREAKING

OCALA, FLA.

On Jan. 22, Robins & Morton celebrated the groundbreaking of Munroe Regional Medical Center's new emergency department addition and renovation. Once complete in fall 2018, the nearly 30,000-square-foot space will hold 40 beds. The hope is that the \$14 million expansion will decrease emergency department wait times, which account for nearly 60 percent of hospital admissions.



HALIFAX HEALTH BREAKS GROUND

DELTONA, FLA.

Halifax Health, Adams, Robins & Morton, HKS Architects and honored guests joined together to officially break ground on the Halifax Crossing Hospital located in Deltona, Florida, on Dec. 4.

Once complete in December 2019, the new 196,000-square-foot addition to the existing freestanding emergency department will include: 96 new patient beds, a surgery center, operating suites, and a comprehensive imaging center with MRI, CT, X-ray, mammogram and ultrasound.

"We look forward to working with Robins & Morton once again on the Halifax Crossing project. We had an excellent experience working with them on our France Tower expansion in 2008 – during that project the Robins & Morton team showed their healthcare expertise, commitment to Halifax Health, and excellent budget control. We know they will exceed our expectations once again on this project," Jacob Nagib, Director of Engineering, Design and Construction at Halifax Health, said.



SAINT THOMAS MEDICAL PARTNERS FRANKLIN CELEBRATES GRAND OPENING

FRANKLIN, TENN.

Saint Thomas Medical Partners Franklin and Robins & Morton celebrated the grand opening of their new, full-service care center on Jan. 29. The 6,000-square-foot buildout included space for primary care, integrative medicine, nutrition therapy, ExpressCare, Osteopathic Manipulative Treatment, lab and imaging services.



BROOKWOOD HYBRID SUITE OPENS

BIRMINGHAM, ALA.

On Jan. 18, Robins & Morton joined Brookwood Baptist Medical Center and Evan Terry Associates to celebrate the opening of the hospital's new hybrid suite. A part of the Brookwood Heart and Vascular Institute, the 2,123-square-foot hybrid suite combines advanced imaging capability with a fully functioning operating suite, giving surgeons and medical staff the flexibility to finish different procedures without moving between floors or discharging patients.



TIDELANDS HEALTH SURGICAL EXPANSION HOLDS GRAND OPENING

GEORGETOWN, S.C.

On Jan. 25, Tideland Health held an open house to mark the completion of its newest surgical expansion. The 44,600-square-foot space includes four operating rooms, two endoscopy/new procedure rooms, 16 pre-op bays, eight PACU bays and a central sterile. Designed to improve flow and increase efficiency, the expansion will especially cater to outpatient surgeries, which constitute the greatest percentage of the approximately 2,400 surgeries performed in this hospital's operating rooms each year.



FLORIDA HOSPITAL WATERMAN WELCOMES LOCAL STUDENTS

TAVARES, FLA.

On Dec. 15, the Florida Hospital Waterman team welcomed local home-schooled students and their parents to tour the new hospital expansion project site. In addition to sharing details of the 111,000-square-foot emergency department expansion and renovation, the team also taught the students about jobsite safety and careers in construction.



AC HOTEL HOLDS GRAND OPENING

SPARTANBURG, S.C.

In December, South Carolina's first AC Hotel, opened its doors to locals and travelers alike. Nestled at the intersection of West Main Street and South Daniel Morgan Avenue, the new AC Hotel Spartanburg stands 10 stories, serving as a visual beacon and gateway anchor to the west end of downtown Spartanburg.

With 114 rooms, and nearly 98,000 square feet, this luxury hotel features the signature AC Kitchen and AC Lounge for relaxed dining and drinks. Guests can also enjoy a fitness center, business center, outdoor patio, pool, and more than 2,600 square feet of flexible meeting space. At the top of the hotel, an indoor/outdoor rooftop restaurant and bar, Level 10, provides 360-degree views overlooking the city.

Throughout the life of the project, Robins & Morton's AC Hotel team was proud to share Spartanburg's most recent hotel project with school tour groups, Spartanburg government officials, and public safety officers.



BEVERLY KNIGHT OLSON CHILDREN'S HOSPITAL, NAVICENT HEALTH TOPS OUT

MACON, GA.

Construction team members, Navicent Health personnel and community members gathered at the site of the new Beverly Knight Olson Children's Hospital, Navicent Health, to celebrate its official topping out on March 5.

Once complete in February 2019, the new building will tie into the existing children's facility. The first floor of the five-story addition will include a new emergency department and imaging center. The second floor will house general pediatric services, with the third floor will be used for surgery. Fourth and fifth floors of the addition will house the NICU. The PICU and PIMCU will also undergo renovations in the existing fourth floor of the hospital.

RECENTLY *awarded* PROJECTS

Duke University Medical Center
\$35,000,000
 Anylan Generator HUB
 Durham, N.C.

Florida Hospital Memorial Medical Center
\$10,000,000
 12th Floor Rehab
 Daytona Beach, Fla.

Florida Hospital Waterman
\$6,000,000
 Third Floor Buildout
 Tavares, Fla.

Florida Hospital East Orlando
\$3,000,000
 Cath Lab
 Orlando, Fla.

St. Joseph's Hospital
\$1,000,000
 Pharmacy
 Tampa, Fla.

Cherokee Indian Hospital Renovation
\$25,000,000
 Renovation of Existing Hospital
 Cherokee, N.C.

Florida Hospital Carrollwood
\$7,000,000
 Freestanding Emergency Department
 Carrollwood, Fla.

Jennie Stuart Medical Center
\$5,000,000
 Geriatric Behavioral Unit
 Hopkinsville, Ky.

Brookwood Baptist Medical Center
\$2,000,000
 Pharmacy
 Birmingham, Alabama

Memorial Healthcare Systems
\$1,000,000
 Cardiac Cath Lab
 Hollywood, Fla.

Redstone Federal Credit Union Tower
\$25,000,000
 Office Building and Parking Deck
 Huntsville, Ala.

Duke University Medical Center
\$6,700,000
 Infrastructure Substation Replacement
 Durham, N.C.

Hunt Regional Medical Center
\$4,200,000
 Patient Room Renovation
 Greenville, Texas

Florida Hospital East Orlando
\$2,000,000
 MRI
 Orlando, Fla.

Princeton Baptist Medical Center
\$1,000,000
 Pharmacy
 Birmingham, Ala.

Duke Raleigh Hospital
\$11,800,000
 Infrastructure Upgrades
 Raleigh, N.C.

Baptist Health South Florida
\$6,000,000
 Bone Marrow Renovation
 Miami, Fla.

Wofford College Richardson Athletic Building
\$3,400,000
 Athletic Building Addition and Renovation
 Spartanburg, S.C.

Saint Thomas Medical Partners
\$2,000,000
 Tenant Buildout
 Hendersonville, Tenn.

Times Plaza Development
Cost Confidential
 Mixed-Use Development with Medical Office Space
 Huntsville, Ala.

Florida Hospital Waterman, Mount Dora
\$11,000,000
 Freestanding Clinic
 Mount Dora, Fla.

Baptist Medical Center
\$6,000,000
 Emergency Department Renovation
 San Antonio, Texas

Bayfront Health, St. Petersburg
\$3,000,000
 Rehabilitation Renovation
 St. Petersburg, Fla.

Duke University Medical Center
\$1,600,000
 Birth Center Renovation
 Durham, N.C.

EXECUTIVE PROMOTIONS

Phil Yance

Senior Vice President



Phil Yance is being promoted to Senior Vice President. Phil began in the company in 1985 and has excelled in many areas including project management, preconstruction and senior management. Phil has overseen

management of many of our most complex projects, has managed our preconstruction group successfully and started our Government Services Division in 2009. His contribution to our strategic growth and sales has been exemplary over the years.

Bruce Adams

Vice President of the Orlando Division



Bruce Adams is being promoted to Vice President of the Orlando Division office and will continue to oversee our Florida operations. Bruce has been with Robins & Morton for 31 years, building

his experience from an array of field and project management positions. As an operations and division manager, Bruce has developed a keen skill for business development and risk management. His leadership in Florida, along with a great divisional team, has resulted in steady growth in the region.

Donny Williams

Vice President of the Special Projects Division



Donny Williams is being promoted to Vice President of the Special Projects Division. Donny came on board with Robins & Morton in 1987 and immediately began to advance through field operations. As a superintendent, Donny

learned to manage and control risk, overseeing some of our most logistically challenging projects. He developed the ability to overcome complex field challenges, a characteristic he still displays today. Donny started our Special Projects Division in 1999, and has grown it steadily year after year.

Bob Wall

Vice President of the Dallas Division

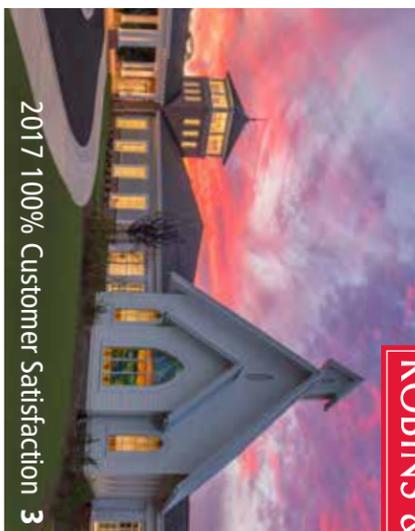


Bob Wall is being promoted to Vice President of the Dallas Division. Bob began his career at Robins & Morton in 1996 as a superintendent, working in the field for six years before opening the Dallas office in

2003. Bob has a strong background in design-build as well as extensive field experience and management. Under his leadership and sales ability, we have successfully constructed projects throughout Texas and Oklahoma, growing our presence in the region.

IN THIS ISSUE

- Hospitality Feature **1**
- Leadership Letters **2**
- Customer Satisfaction **3**
- Giving with Purpose **4**
- R&M By the Numbers **4**
- Project Milestones **5**
- Recently Awarded Projects **6**



ROBINS & MORTON

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ROBINS & MORTON

NEWS CORNER